

## Features of application of relevant approach in decision making to participate in tender for assessment of land

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### Abstract

The paper describes the features of relevant approach for decision making to participate (or not participate) in a tender for appraisal of land. The basis of this approach is the following: the greater is the number of non-won tenders, the greater is the amount of irrelevant costs, and company operations are less effective. Thus, the approach to use relevant and non-relevant indicators should be applied not to a particular tender, but at once to a group of tenders. This transforms the traditional notion of relevance and suggests that in certain situations the irrelevant costs are unchanged, and the presence of a negative relevant result, as to one of the orders, does not lead to the automatic rejection of its execution.

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### Keywords

Assessment, Irrelevant costs, Land, Relevant costs, Tender